

## Message Text

LIMITED OFFICIAL USE

PAGE 01 ABU DH 01541 231127Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 AGRE-00 EUR-12 /030 W  
-----231353Z 004200 /50

R 231050Z MAY 77  
FM AMEMBASSY ABU DHABI  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 6119

LIMITED OFFICIAL USE ABU DHABI 1541

DEPARTMENT PLEASE PASS DEPARTMENT OF AGRICULTURE

E.O. 11652 N/A  
TAGS: BBAK, EAGR, TC  
SUBJ: CHICKEN INDUSTRY IN UAE AND REQUEST FOR INFO ON POSSIBLE  
OPERATOR

1. EMBASSY WAS VISITED MAY 22 BY ELWOOD C. WILLIARD  
(P.O. BOX 72, KLINGERSTOWN, PENNA. 17941), U.S. POULTRY  
MANAGEMENT OPERATOR WHO IS SEEKING LOCAL GOVERNMENT  
FINANCING FROM UAE DEVELOPMENT BANK OF \$40-54 MILLION  
CHICKEN FARM IN SHARJAH. MR. WILLIARD HAS ESTABLISHED  
LOCAL COMPANY, TRANS WORLD PRODUCTS, LTD. IN ASSOCIATION  
WITH POLITICALLY POTENT LOCAL SPONSOR.
2. ACCORDING TO WILLIARD, BELGIAN AND GERMAN COMPANIES  
ALSO TRYING TO WIN CONCESSIONARY LOCAL FINANCING FOR  
CHICKEN FARMING OPERATION AND BELGIAN EMBASSY HAS ATTEMPTED  
TO INTERVENE IN BELGIAN COMPANY'S FAVOR. WILLIARD SAYS  
THAT DECISION ON WHO GETS CONCESSIONARY FINANCING WILL BE  
MADE A HIGH POLITICAL LEVEL (AND HE MAY ASK EMBASSY TO  
PUT IN OAR IN HIS BEHALF WITHIN NEXT TWO WEEKS.
3. LOCAL POULTRY BUSINESS DEVELOPMENT POSSIBILITIES  
DEFINITELY EXIST HERE BECAUSE OF MARKET FOR FRESH

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PREMIUM PRICED CHICKENS ALTHOUGH OTHERS MAY BE AHEAD  
OF WILLIARD. LOHMANN AND CO., AG OF WEST GERMANY JUST  
RECEIVED ORDER FOR TURNKEY BROILER FARM AND MANAGEMENT  
CONSULTANCY. OUTPUT IS GEARED TO 15 MILLION EGGS AND  
2.5 MILLION BROILERS, ACCORDING TO MAY 9, 1977 MIDEAST  
MARKETS. MAIN MARKET HERE WILL CONTINUE TO BE FROZEN  
POULTRY WHICH LAST YEAR AMOUNTED TO ABOUT 22 MILLION

KILOS OF WHICH 4 PERCENT WAS FROM U.S.

4. 1976 UAE IMPORTS OF FRESH CHILLED AND FROZEN POULTRY  
TO ABU DHABI:

TOTAL 4.99 MILLION KILOS  
FROM USA .11 MILLION KILOS

TO DUBAI:

TOTAL 16.79 MILLION KILOS  
FROM USA .72 MILLION KILOS

90-95 PERCENT OF THE CHICKEN ENTERING ABU DHABI IS FROZEN.  
VIRTUALLY ALL OF THE CHICKEN ENTERING DUBAI IS FROZEN.

5. ACTION REQUESTED: WILLIARD WAS EVASIVE WHEN EMBOFFS  
INQUIRED ABOUT HIS FINANCIAL STRENGTH (HE PROBABLY WILL  
BE ASKED TO PUT \$5 TO 7 MILLION EQUITY). PLEASE GIVE  
US BACKGROUND, BUSINESS EXPERIENCE AND FINANCIAL READING  
ON HIM SO THAT WE MAY SUPPORT HIS CASE IN POLITICAL  
ARENA AS WELL AS IT MERITS.  
DICKMAN

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** POULTRY, DEVELOPMENT BANKS, LOANS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 23-May-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977ABUDH01541  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770183-0280  
**Format:** TEL  
**From:** ABU DHABI  
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**Message ID:** 0fdc428c-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION NEA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 15-Apr-2005 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2417920  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CHICKEN INDUSTRY IN UAE AND REQUEST FOR INFO ON POSSIBLE OPERATOR  
**TAGS:** BBAK, EAGR, TC  
**To:** COM  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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